

Message Text

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C O N F I D E N T I A L SECTION 1 OF 3 PEKING 2388

E.O. GDS
TAGS: EAGR ECON ETRD CH US

SUBJ: BUSINESS ACTIVITY REPORT JULY

REF: A. PEKING 2201, B. PEKING 2337, C. PEKING 2157, D. PEKING 2144
E. PEKING 2031, F. PEKING 2138, G. PEKING 2135

SUMMARY. JULY CONTINUED TO SEE AN ACCELERATION IN ALL ASPECTS OF COMMERCIAL CONTACTS BETWEEN THE PRC AND THE US. CONTRACTS SIGNED DURING THE MONTH INCLUDED A TEN MILLION DOLLAR SALE OF US TECHNOLOGY FOR A JAPANESE COMPLETE PLANT. OTHER CONTRACTS INVOLVED PETROLEUM EXPLORATION EQUIPMENT, INERTIAL NAVIGATION EQUIPMENT, SPARE PARTS FOR TRUCKS AND SUBSTANTIAL PURCHASE OF CHINESE GARMETS. OTHER NEGOTIATIONS APPEARED TO BE APPROACHING FINAL STAGES WITH THE POSSIBILITY OF COMPLETION IN LATE SUMMER OR EARLY FALL. PRELIMINARY (BUT APPARENTLY VERY SERIOUS) NEGOTIATIONS COVERED A WIDE RANGE OF VERY LARGE AND EXPENSIVE PROJECTS INCLUDING OFFSHORE OIL EXPLORATION, MINING DEVELOPMENT PROJECTS, PETROCHEMICAL PROCESSES AND TRANSPORTATION EQUIPMENT. WE ANTICIPATE A CONTINUATION OF

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HECTIC COMMERCIAL ACTIVITY HERE AT LEAST THROUGH THE NEXT FEW MONTHS. END SUMMARY.

1. THE FIRST OF FOUR US OIL COMPANIES -- PENNZOIL -- COMPLETED PRELIMINARY DISCUSSIONS WITH THE CHINESE DURING JULY CONCERNING POSSIBLE FUTURE COLLABORATION ON EXPLORING FOR AND DEVELOPING CHINA'S OFFSHORE OIL RESOURCES.

THE SECOND OF THE COMPANIES (A 12-MAN EXXON GROUP) ARRIVED AT THE END OF THE MONTH. THESE VISITS ARE BEING HOSTED BY CCPIT. THE CHINESE ARE APPARENTLY SERIOUSLY COMMITTED TO DISCUSSING SCHEMES FOR COOPERATIVE DEVELOPMENT, ALTHOUGH, AS WITH THE SINO-JAPANESE PETROLEUM DISCUSSIONS (REF A) WE EXPECT THAT DETAILED NEGOTIATIONS ON CONTRACTUAL ARRANGEMENTS WILL NOT BEGIN UNTIL FALL. FOR THE PRESENT, THE CHINESE APPEAR TO BE EXPLORING THE VARIOUS POSSIBLE TYPES OF ARRANGEMENTS THEY COULD ENTER INTO WITH FOREIGN FIRMS. IN ADDITION TO DISCUSSIONS IN PEKING, PENNZOIL ALSO HAD AN OPPORTUNITY TO VISIT TWO OILFIELDS.

US SELLERS

2. OIL EXPLORATION AND DRILLING EQUIPMENT:

-GUS MANUFACTURING INC. OF EL PASO, TEXAS SOLD BETWEEN 2.5 AND 3 MILLION DOLLARS WORTH OF EQUIPMENT WHICH COLLECTS SEISMIC DATA GENERATED BY VIBRATING MACHINES OR BY DYNAMITE BLASTS. THE EQUIPMENT IS TO BE DELIVERED BY SPRING 1979 AND MOST WILL COME FROM THE US (A SMALL AMOUNT WILL COME FROM FRANCE).
-DRESSER INDUSTRIES (HOUSTON) (REF B) LEFT PEKING CONFIDENT THAT THEY WOULD RECEIVE A 16 MILLION DOLLAR ORDER FOR A DESERT OIL RIG AND TRANSPORTATION EQUIPMENT TO HAUL IT FROM URUMCHI TO THE TARIM BASIN. HOWEVER, SMITH DASING LED A GROUP HERE COMPOSED OF VARCO INTERNATIONAL INC. AND SANTA FE ENGINEERS INC., TO COMPETE FOR CONFIDENTIAL

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THE SAME PROJECT, AND THEY THINK THE CHINESE MAY BE HAVING SECOND THOUGHTS BECAUSE OF TRANSPORTATION DIFFICULTIES.
-CAMERON IRON WORKS (REPRESENTED BY C.J. WANG) WAS REPORTEDLY HERE FOR THE SECOND TIME THIS YEAR TO DISCUSS SALES OF BLOWOUT PREVENTERS.
-BAKER WORLD TRADING (STAN MILLS HAS BEEN JOINED BY THE COMPANY CHAIRMAN, KURT LEUTWYLER) IN LEADING A GROUP COMPOSED OF BAKER, GRAY TOOL CO. AND THERMOTICS, INC. TO ATTEMPT TO SELL THE CHINESE A PACKAGE THAT EMPHASIZES THERMAL (STEAM) RECOVERY IN EXISTING WELLS.

3. PETROCHEMICAL PROCESSES:

--UNIVERSAL OIL PRODUCTS (UOP); THE CHINESE HAVE ASKED FOR PROPOSALS ON AN AROMATIC PLANT (WITH A HYDROCRACKING UNIT) THAT MAY BE AMONG THE LARGEST IN THE WORLD. UOP AND UNION OIL COMPANY HAVE BEEN ASKED TO COMPETE (AS PART OF ONE TEAM) AS HAVE GERMAN AND JAPANESE FIRMS. UOP DID NOT KNOW THE PLANT'S LOCATION SO IT IS POSSIBLE THAT THIS IS THE SAME PROJECT THAT FLOUR IS WORKING ON.
--FLUOR CORPORATION (REF C): ERIC KALKHURST IS BACK IN PEKING AWAITING PRC RESPONSE TO A NUMBER OF FLUOR

RPOPOSALS, AMONG THE MAN 800,000 TON CAPACITY HYDROCRACKER
FOR THE MAOMING PETROCHEMICAL COMPLEX IN KWANGTUNG.
--STONE AND WEBSTER ENGINEERING CORP. (REF E);
THEY ARE PART OF THE JAPANESE CONSORTIUM LED BY MUREUBENI AND
JAPAN GAS COMPANY WHICH WILL CONSTRUCT A 300,000 MT PER
YEAR ETHYLENE PLANT AT TACHING. STONE AND WEBSTER WILL
SUPPLY ENGINEERING DESIGN AND TECHNOLOGY. THE COMPANY
TOLD US THAT THEIR ORIGINAL ESTIMATE OF THE VALUE OF THE
CONTRACT WAS \$10 MILLION BUT NOW WITH THE APPRECIATION OF
THE YEN (AND DEPRECIATION OF THE DOLLAR) THEY BELIEVE THE
JAPANESE CPMANIES WILL BUY MORE EQUIPMENT FROM THE US.
JAPANESE REPORTS PLACE THE TOTAL VALUE OF THE PLANT AT
25 BILLION YEN (OVER \$130 MILLION AT THE CURRENT RATE OF

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C O R R E C T E D C O P Y (TEXT)
THE TERMS ARE CASH, EXCEPT FOR A MINOR PORTION
OF DEFERRED PAYMENTS FINANCED BY MARUBENI.

4. MINING EQUIPMENT AND ENGINEERING SERVICES:
-BETHLEHEM (REF G) WAS AKEN TO IRON MINES NEAR
CIEN-AN IN HOPEI AND WAS ASKED TO PREPARE A PROPOSAL
FOR THE COMPREHENSIVE DEVELOPMENT OF THE MINE (MINING,
BENEFICIATION AND PELLETIZING). BETHLEHEM WAS NOT
IMPRESSED WITH PRC TECHNICAL EXPERTISE. THEY FELT THE
CHINESE WERE USING JAPANESE TECHNICAL SPECIFICATIONS THAT
DID NOT TAKE INTO ACCOUNT CHINA'S DIFFERENT RESOURCE
CONFIGURATON. THEY WERE GIVEN DRILLING CORES FROM THE
MINE ANDWILL TAKE ABOUT THREE MONTHS TO PREPARE A
COMPREHENSIVE PROPOSAL. THEY SAID THE PROPOSALS COULD

EASILY RUN INTO SEVERAL HUNDRED MILLION DOLLARS.
--MORRISON-KNUDSEN WAS TAKEN TO FOUR MINES IN THE ANSHAN AREA AND TO THE NANFEN MINE NEAR PENHSI IN LIAONING. THE CHINESE ASKED THEM TO DRAW UP A PRELIMINARY "RECONNAISSANCE AND CONCEPTUAL" REPORT FOR THE DEVELOPMENT OF NANFEN AND ONE OF THE ANSHAN MINES. THEY ALSO DISCUSSED PHOSPHATE MINING AND THEY WILL ALSO MAKE A PROPOSAL ON A CONFIDENTIAL

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PHOSPHATE MINE IN SOUTH CHINA.
-US STEEL (REF G) VISITED THE NANFEN MINE AND MINES NEAR ANSHAN AND WILL PRESENT A PROPOSAL ON MINE DEVELOPMENT IN THE NEAR FUTURE.
--KAISER, WITH AGENT CHASE PACIFIC TRADE ADVISERS, VISITED THE SAME MINES IN HOPEI AS BETHLEHEM AND HAVE LEFT TO VISIT NANFEN MINE AND MINES NEAR ANSHAN. KAISER HAS MADE A PROPOSAL TO TECHIMPORT FOR INITIAL ENGINEERING DESIGNS FOR THE SZUCHIYANG MINE 8(TO BE REPORTED SEPARATELY).
--LONGYEAR COMPANY PRODUCES DIAMOND DRILLS FOR EXPLORING MINING SITES. A CHINESE DELEGATION VISITED THEIR MINNEAPOLIS PLAN AND THEY WERE RECENTLY INVITED TO COME FOR COMMERCIAL DISCUSSIONS. AT THE BEGINNING OF THE DISCUSSIONS IT IS APPARENT THAT THE CHINESE ARE NOT ONLY INTERESTED IN USING SUCH EQUIPMENT TO EXPLORE SUBSURFACE MINERAL DEPOSITS, BUT HAVE BEEN ASKING ABOUT ITS APPLICATION AT SITES WHERE MAJOR DAMS ARE BEING CONSTRUCTED.
--HARNISCHFEGGER INTERNATIONAL CORP. (REF D) (P&H): WILLIAM CHERONES A LEAD GROUP OF ENGINEERS FROM P&H AND KOBE STEEL (WHICH HOLDS RIGHTS TO SOME P&H TECHNOLOGY) TO DISCUSS P&H EQUIPMENT FOR USE IN A COPPER MINE. THEY SAID THEY WERE GIVEN VERY LITTLE INFORMATION ABOUT THE MINE BUT DID NOT THINK THAT WAS TOO UNUSUAL SINCE THEY WERE ONLY INTERESTED IN SELLING EQUIPMENT. THEY THOUGHT THEIR COMPETITION WAS ALL AMERICAN (BUCYRUS-ERIE, MARION). THE CHINESE LED THEM TO BELIEVE THAT THEY WOULD LIKE TO AWARD THE CONTRACT TO P&H AND ONLY THE QUESTION OF PRICE REMAINED THEY QUOTED A CHINESE TELLING THEM: "WE HOPE YOU WILL MAKE ONLY A VERY SMALL PROFIT").
--REED TOOL COMPANY IS HERE TO DISCUSS THEIR COAL MINING MACHINERY. BAKER WORLD TRADING CO IS ASSISTING THEM.
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5. ELECTRONICS EQUIPMENT:

--AN AMPEX ENGINEER IS HERE TO INSTALL AMPEX EQUIPMENT AT THE PEKING TV STATION. HE BELIEVES THE COMPANY HAS ALREADY OR WILL MAKE NEW SALES AND THAT HE WILL BE BACK IN PEKING THIS FALL.

--CANBERRA INDUSTRIES MANUFACTURES ELECTRONIC EQUIPMENT FOR RESEARCH IN NUCLEAR PHYSICS. THEY HAVE ALREADY MADE TWO SALES (NEARLY \$1 MILLION -- MOST OF IT TO BE DELIVERED LATE THIS SUMMER). THEY ARE CONFIDENT OF SIGNING SUBSTANTIAL ADDITIONAL CONTRACTS ON THIS TRIP THAT COULD TOTAL ONE MILLION DOLLARS. THE CHINESE WOULD LIKE TO GET IT SHIPPED LATE THIS YEAR ALTHOUGH THE COMPANY THINKS THAT DELIVERY DATE COULD SLIP INTO NEXT YEAR. THEY HAVE BEEN HOLDING TRAINING SEMINARS IN THE PEKING HOTEL, BUT RECENTLY WERE TAKEN TO A SITE WHERE THEIR EQUIPMENT IS BEING INSTALLED.

--B AND F: FIRM REPS (MR GENE FRANK AND WALT MICHAEL ARE HERE TO DISCUSS ENGINEERING DESIGN AND POSSIBLY ACTING AS THE CONTRACTOR FOR A CHINESE EFFORT TO PURCHASE DATA ACQUISITION AND ANALYSIS EQUIPMENT FOR SIX INDUSTRIAL GAS TURBINES TO BE INSTALLED IN NANKING. THEY CAME HERE THINKING THEY WERE TO DISCUSS ONLY A CONTRACT TO PROVIDE ENGINEERING DESIGNS. INSTEAD THE CHINESE "WAVED" A CONTRACT BEFORE THEM FOR THE WHOLE PROJECT AND ASKED THEM TO STAY LONGER TO NEGOTIATE IT. THEY ESTIMATE THAT THE TOTAL VALUE OF THE CONTRACT NOW MAY RUN AS MUCH AS \$2 MILLION. THE EQUIPMENT WILL INCLUDE A DIGITAL ELECTRONICS CORP (DEC) COMPUTER PDP 1134 FOR WHICH THEY EXPECT NO SIGNIFICANT EXPORT CONTROL PROBLEMS (BECAUSE IT HAS PREVIOUSLY BEEN EXPORTED TO EASTERN EUROPE).

6. TRANSPORTATION EQUIPMENT:

--AERO PRODUCTS (SUBSIDIARY OF LITTON IN CANOGA PARK, CALIFORNIA) HAS BEEN ASKED TO PRODUCE THE DESIGN FOR CONFIDENTIAL

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INSTALLATION OF INERTIAL NAVIGATION EQUIPMENT FOR SIX OF THE PRC'S 707'S, A SERVICE WORTH ABOUT \$275,000. THE EQUIPMENT HAS ALREADY ARRIVED IN PEKING. (FOUR OTHER 707'S WERE EQUIPPED WITH INS WHEN THEY WERE DELIVERED SEVERAL YEARS AGO).

WABCO (REPRESENTED BY CJ WANG) FINISHED A SPARE PARTS CONTRACT ON THIS TRIP (SPARES FOR THE TRUCKS

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SOLD EARLIER THIS SPRING). THEY ALSO HAVE A "LETTER OF INTENT" FROM THE CHINESE END USER WHO WOULD LIKE TO PURCHASE EVEN MORE TRUCKS. C.J. WANG BELIEVES THAT IN THIS CASE THE "LETTER OF INTENT" MEANS THAT THE END USER WANTS THE TRUCKS BUT MUST NOW GAIN APPROVAL FOR THE FINANCIAL EXPENDITURE.

--GENERAL ELECTRIC ARRIVED IN PEKING IN JULY FOR TECHNICAL DISCUSSIONS WITH REPRESENTATIVES OF CHINA'S RAILWAY SOCIETY. HOWEVER, VERY QUICKLY THE CHINESE BEGAN DISCUSSING COMMERCIAL ASPECTS. STRANGELY THE RAILWAY SOCIETY DID NOT WANT TO INVOLVE MACHIMPEX. THE PRC MAY HAVE HAD PRODUCTION PROBLEMS AT DALIEN LOCOMOTIVE FACTORY THAT HAVE NECESSITATED FAIRLY QUICK PURCHASE OF 100 LOCOMOTIVES. THUS, THE POTENTIAL TRANSACTION IS WORTH \$100-150 MILLION.

7. MISCELLANEOUS:

--FOXJET INTERNATIONAL (RICHLAND, WASHINGTON) IS ATTEMPTING TO INTRODUCE THE COMPANY'S FOUR SEAT JET THAT CAN LAND ON ANY SURFACE TO THE CHINESE. THEIR DIRECTOR OF MARKETING, JOHN HAMILTON, MAILED LITERATURE FROM HONG KONG AND THEN ATTEMPTED TO CONTACT
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MACHIMPEX THROUGH CHINA TRAVEL SERVICE WHILE HE WAS HERE ON A RECENT TOUR.
--BADGER COMPANY, ASSISTED BY LEE SOBIN, PRESENTED A SYMPOSIUM IN PEKING ON PHOSPHATE FERTILIZER, HOSTED BY TECHIMPORT.

CONTINENTAL CORPORATION (NEW YORK) CHAIRMAN JOHN RICKER VISITED PEKING FOR TALKS WITH PEOPLE'S INSURANCE CO. AND BANK OF CHINA. THEIR BUSINESS IS MARITIME INSURANCE AND REINSURANCE AND THEY SPECIALIZE IN OFFSHORE RIGS.

--INGERSOLL-RAND (REPRESENTED BY C.J. WANG) WAS HERE DURING JULY. WE DID NOT OBTAIN A READOUT ON THEIR DISCUSSIONS.

--HENRY C.K. LIU, AN ARCHITECT, TOLD AMBASSADOR WOODCOCK DURING A SOCIAL GATHERING THAT HE WAS DISCUSSING THE POSSIBILITY OF AN ARCHITECTURAL CONTRACT FOR FOUR HOTELS. HE SAID THAT HE WAS TOLD THAT CHINA PLANS TO CONSTRUCT A TOTAL OF 80 NEW HOTELS WITH A TOTAL OF 50,000 ROOMS.

US BUYERS

--DRAGON LADY TRADERS INC.: VERONICA YHAP HAS BEEN IN PEKING FOR TWO WEEKS AND HAS TOLD USLO THAT SHE HAS BEEN VERY IMPRESSED WITH CHINATEX'S BUSINESS-LIKE ATTITUDE. HER SHIPMENTS IN THE FIRST PART OF 1978 WERE REMARKABLY TIMELY. SHE HAS BEEN ALLOWED TO GO TO FACTORIES. ONE OF HER CLIENTS HAS ALREADY SIGNED CONTRACTS FOR \$2 MILLION WORTH OF GARMENTS. SHE WILL GO TO SHANGHAI AND DALIEN IN AUGUST AND HOPES TO SIGN ADDITIONAL CONTRACTS TOTALLING MORE THAN \$5 MILLION. SHE EXPRESSED SOME SKEPTICISM TO CHINATEX THAT SHANGHAI WOULD HAVE SUFFICIENT QUANTITIES AND WAS TOLD HERE IN PEKING THAT "BASICALLY THERE SHOULD BE CONFIDENTIAL

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NO PROBLEM".

--CLIPPER INDUSTRIES: BOB EISENBERG TOLD USLO THAT THE CHINESE HAD AN OVERSUPPLY OF BASKETS, AND HE WAS ABLE TO NEGOTIATE A CONTRACT FOR A "SUBSTANTIAL AMOUNT" AT GOOD PRICES.

--THE FOLLOWING US COMPANIES VISITED (OR ARE VISITING) PEKING DURING JULY BUT WE DO NOT HAVE ANY INFORMATION ON THEIR DISCUSSIONS: ASSOCIATED MERCHANDISING CORPORATION

(MURRAY WEINBERG); SOBIN (JULIUS AND LEE SOBIN); DONALD ALTMAN AND THE ASSOCIATED MERCHANDISING CORPORATION.

8. DELEGATIONS: (THIS MONTH, IN ADDITION TO REPORTING VISITS OF US TRADE-ORIENTED DELEGATIONS TO CHINA, WE WILL ALSO NOTE CHINESE DELEGATIONS VISITING THE US WITH SUBSTANTIAL COMMERCIAL OR TECHNICAL INTEREST.)
--A FOUR MAN PACKAGING EQUIPMENT DELEGATION FROM THE NATIONAL COUNCIL FOR US-CHINA TRADE ARRIVED LATE IN THE MONTH. THEY HAVE BEGUN TECHNICAL SEMINARS IN A VERY FRIENDLY AND LOW KEY ATMOSPHERE. THEY WILL VISIT SHANGHAI, TSINGTAO AND WUHSI BEFORE LEAVING AUG 11. IN ADDITION TO

THE PRC METALLURGY DELEGATION (HOSTED BY NCUSCT) AND THE
PRC AGRONOMY ASSOCIATION (HOSTED BY MID-AMERICA INTERNATIONAL
AGRI-TRADE COUNCIL, AT LEAST SIX PRC COMMERCIALY ORIENTED
DELEGATIONS LEFT CHINA DURING JULY FOR US VISITS HOSTED
BY FIVE PRIVATE COMPANIES AND ONE ASSOCIATION. THE US
COMPANIES ARE:

IBM (SEVEN PERSONS FROM TECHIMPORT);
INSTITUTION OF ELECTRICAL AND ELECTRONIC ENGINEERS
(NINE PERSONS FROM THE CHINA SOCIETY OF ELECTRIC MOTOR
ENGINEERING).
PULLMAN KELLOGG (TWELVE PERSONS TO STUDY BASIC CHLORIDE
AND AGRICULTURAL PESTICIDES);
MCKEE (THIRTEEN PERSON CHEMICAL MINING TECHNIQUE STUDY
GRUP);
HIGH VOLTAGE ENGINEERING COMPANY, BURLINGTON, MASSACHUSETTS
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(NINE PERSONS FROM TECHIMPORT AND THE ATOMI ENERGY INSTITUTE);
GLEASON (GROUP OF THIRTEEN TRAINEES ON GEAR PROCESSING
LATHES).
WOODCOCK

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